



PRESS RELEASE

Date: 14.06.2017

Financial Performance of the Bank for the FY 2016-17

Tamilnad Mercantile Bank Ltd (TMB) is one of the premier old Private Sector Scheduled Commercial Banks, having Head Quarters in Thoothukudi. The Bank has a long cherished history of 95+ years of successful banking with strong fundamentals and a record of continuous profit making.

As on 31.03.2017, the bank is having 505 branches and 1,063 ATMs with 12 Regional Offices. The Bank has presence in 16 states and 4 Union Territories. TMB serves to more than 3.6 million delighted customers.

The Board of Directors of Tamilnad Mercantile Bank Ltd took on record the audited results for the financial year ended 31.03.2017 in their meeting held at Thoothukudi on 14.06.2017. Shri. S. Annamalai, Chairman of the Board made the following announcements.

THE SCORECARD

(` in Crore)

Particulars	2015-16	2016-17	Growth (%)
Total Deposits	30,368.87	32,190.15	6.00
Total Advances	22,577.71	21,972.32	-2.68
CASA	5,891.69	7,478.54	26.93
Operating Profit	725.49	875.63	20.69
Net Profit	402.16	316.66	-21.26
CRAR – Basel III (%)	12.76	14.02	--
Gross NPA	418.94	648.64	--
Gross NPA (%)	1.86	2.91	--
Net NPA	200.74	381.91	--
Net NPA (%)	0.89	1.74	--

The total business of the bank at the end of fiscal year 2017 was `54,162.47 Crore with a growth rate of 2.30% on year-on-year basis.

The Bank's deposit portfolio recorded a growth rate of 6.00% to touch `32,190.15 Crore and the advances level stood at `21,972.32 Crore.

Credit to Priority & MSME Sector:

- § The Bank has been giving continued thrust on advances to Priority Sectors like Agriculture, MSME, Education, Housing etc. The Advances to Priority sector has increased from ₹11,976.95 Crore to ₹12,960.75 Crore with a growth rate of 8.21%. The Advances to Priority Sector constitute 55.25% of ANBC, which is much higher than the regulatory requirement of 40%.
- § The Advances to Agriculture sector stood at ₹4,330.39 Crore. The Advances to Agriculture Sector constitute 18.46% of total advances, which is higher than the regulatory requirement of 18%.
- § Credit to MSME sector has increased from ₹7,041.57 Crore to ₹7,559.55 Crore with a growth rate of 7.36%.

Y-O-Y Performance

- § Interest Income during the year has increased from the level of ₹3,252.17 Crore to ₹3,380.96 Crore (increase of ₹128.79 Crore @ 3.96%). The other Incomes were to the tune of ₹430.39 Crore.
- § The Interest Expenditure has shown a marginal increase from the level of ₹2,208.16 Crore to ₹2,230.15 Crore (increased by ₹21.99 Crore @ 1.00%).
- § The Operating Profit has increased from ₹725.49 Crore to ₹875.63 Crore and the Net Profit for the year is ₹316.66 Crore
- § The Net Interest Income (NII) has increased from ₹1,044.01 Crore to ₹1,150.81 Crore @10.23%.
- § The Gross NPA as a percentage to total advances is 2.91%. The level of net NPA is 1.74% of the total advances.
- § The present CRAR (Capital to Risk Weighted Assets Ratio) Basel III of the Bank is 14.02%

Book Value of Shares:

The Book Value per Share stood at ₹226.23 and the face value of the share is ₹10.

Network Expansion during 2016-17:

- § Opened 2 Regional Offices (Ahmedabad & Salem Regional Offices)
- § 18 new branches were opened and the total number of branches stands at 505 as on 31.03.2017.
- § 48 new ATMs were added & the total number of ATMs is 1,063 as on 31.03.2017.
- § 5 e-lobbies were opened.
- § 2 Central Retail Asset Processing Cell were opened (Coimbatore & Chennai).

Major initiatives during 2016-17:

- § Tie up with M/s.E-Billing Solutions Private Limited on 18.05.2016 for payment gateway services
- § MOU signed with National Small Industries Corporation on 19.12.2016 to provide credit facilities to MSME entrepreneurs
- § Revamped Deposit products
 - ü TMB VISA,
 - ü TMB Santhosh,
 - ü TMB Royal

New Advance products launched	
TMB Poultry Farm Broiler Loan	TMB Poultry Farm Layer Loan
TMB Inland Fisheries Composite Fish Farm Loan	TMB Brackish Water Shrimp Farm Loan
TMB Mini Dairy Loan	TMB Commercial Dairy Loan
TMB National Rural Livelihood Mission	TMB National Urban Livelihood Mission
TMB Loan Against Property	

New IT related Initiatives taken during 2016-17:

- § Introduced Corporate Internet Banking facility for Corporate entities
- § Introduced Digital Account opening system

Launched 12 IT products on 27.02.2017	
Green PIN	Online e-Term Recurring Deposit opening
Chennai Corporation Property Tax Payment through ATM	Aadhaar Enabled Payment System (AEPS)
Institutional Fee Payment	TMB Store (Online App for Bank Services)
IMPS through ATM	VISA Contactless Card
TMB Speaks App	Cardless Cash withdrawal at ATM
RuPay Kisan Card	M-Wallet App

- § Launched TMB Credit Cards
 - ü TMB Titanium Credit Card
 - ü TMB Platinum Credit Card
- § Launched TMB Debit Cards
 - ü TMB Titanium Debit Card
 - ü TMB Business Debit Card
 - ü TMB Contactless Debit Card
- § Launched TMB Prepaid Card
 - ü Multicurrency Travel Card
 - ü TMB FX Multicurrency Travel Card

Awards and Accolades:

- § Our Bank has been awarded - “**Best Private Sector Bank**” Award by BFSI, on 14.02.2017.

- § Our Bank has won **ASSOCHAM awards** under Small Bank class for the following categories on 03.03.2017 for the year 2015-16.
 - ✓ **Winner** - Agricultural Banking category.
 - ✓ **Winner** - Best Social Bank category.
 - ✓ **Runner up** - Government Schemes category.
 - ✓ **Runner up** - Priority Sector Lending category.

Business Plan strategies for the FY 2017-18:

- § Setting up of 10 more e-Lobbies.
- § To continue focus on accelerated growth of CASA.
- § To focus on MSME, Agriculture and Retail trade.
- § Rolling out Online Current account opening facility.

Business Plan Targets for the FY 2017-18:

- § Total Business to cross ₹60,000 Crore.
 - § Total Deposits ₹35,000 Crore.
 - § Total Advances ₹25,000 Crore.
 - § CASA ₹8,100 Crore.
 - § Net Profit ₹350 Crore.
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